



Frost Bank

International Center of Austin
BUSINESS * EDUCATION * CULTURE



Invites you to a Trade Finance Seminar.

Frost Bank is pleased to sponsor a Trade Finance Seminar, with the U.S. Department of Commerce - Austin U.S. Export Assistance Center, the International Center of Austin and the Texas State Small Business Development Center, on **February 10, 2004** at the International Center of Austin (ICA). We welcome you to join us to hear our special guest speakers:

- Mr. Kelly Kemp, Business Development Officer with the Southwest Regional Office of Export-Import Bank of the United States ("Ex-Im Bank")
- Mr. Harlton Hemphill, Senior Vice President, International Loan Development for Frost Bank
- Mr. Richard A. (Rick) Schulze, Regional Manager, International Trade Programs, Texas and Oklahoma Region, U.S. Small Business Administration - U.S. Export Assistance Center
- Mr. Randy Penn, President, Penn Insurance International

Hosting the morning program and luncheon at the ICA will be Tina Burgess, Vice President and Commercial Lender with Frost Bank in Austin and Karen Parker, International Trade Specialist, USDOC – Austin USEAC.

Agenda

9:00 a.m.	Registration; coffee and light breakfast snacks served.
9:15 a.m.	Welcome - Karen Parker and Tina Burgess
9:35 a.m.	Kelly Kemp - Trade Financing Solutions
10:15 a.m.	Harlton Hemphill - EXIM Lending in the Real World
10:45 am	Rick Schulze – SBA's Export Loan Programs
11:20 a.m.	Randy Penn – Other Financing Solutions, A Broker's Perspective
11:50 a.m.	Questions/Panel Discussion
Noon - 1:00 p.m.	Luncheon from Jason's Deli and networking

Seminar Location: The International Center of Austin is located at 210 Barton Springs Road, Suite 400, Austin, Texas 78704. The Center is co-located within the Greater Austin Chamber of Commerce, next to the Hyatt Hotel.

=====

RESERVATION FORM

Please make a reservation in my name for Frost Bank's Trade Finance Seminar on February 10, 2004. The cost is \$25.00 per person, to be paid in by cash or check at the seminar, made payable to "Texas State SBDC."

Please fax this form to: Anna Steele @ 225-9889 to reserve your space.

Name:

First

Last

Company Name:

Address:

Address

City/State

Zip

Daytime Telephone:

MAKE YOUR RESERVATIONS NOW!

Please return this form to reserve your place for what promises to be an informative and beneficial seminar. Reservations will be accepted on a first-come, first-served basis. The cost for this event is **\$25 .00 per person**, which includes the **lunch and morning refreshments** mentioned in the agenda. Please call Tina Burgess at 473-4637 or Karen Parker at 916-5939 with any questions.



A partnership program of the U.S. Small Business Administration and Texas State University-San Marcos

The Texas State Small Business Development Center is also partially funded under cooperative agreement no. 4-603001-Z-0049-18-TSU by the U.S. Small Business Administration. The support given by the SBA through such funding does not constitute an expressed or implied endorsement of any of the co-sponsors' or participants' opinions, findings, conclusions, recommendations, products, or services. All SBDC programs are nondiscriminatory and open to the public. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Contact Anna Steele, Texas State SBDC, 314 E. Highland Mall Blvd. Ste. 110, Austin, Texas 78752, (512) 225-9853.